THE INTERNATIONAL EXECUTIVE

Author Index, Volume 35, 1993

Autenrieth, Christine, Impact of System Culture on West and East German Managers: A New Topic of Intercultural Management Research, 1:73–88.

Bangert, David C., & József Poór, The Evolution of Multinational Participation in Eastern Europe, 2:161–172.
Beck, John C. & Terry Hansen, Lessons from Japan: American and Japanese Strategies and Goals in the 1990s 5:445–460.
Bergevin, Peter M., The Free Trade Agreement between Mexico and the United States: Financing and Investing Considerations, 1:35–43.
Bougen, Philip, Trends in Business Thought and Literature: Major Innovations in Financial Reporting in Spain, 1:89–92.
Brewer, Thomas L., Trends in International Business Thought and Literature: The Past and the Future of Political Analysis for International Business, 6:539–548.
Brunsson, Nils, Commentary: The Necessary Hypocrisy, 1:1–9.
Buck, Trevor, *See* Filatochev, Igor.

Cavusgil, S. Tamer, Commentary: Internationalization of Business Education: A Challenge Yet to Be Met, 6:469–476.
Chandran, Rajan, *See* Kashlak, Roger J.
Chen, Min, Understanding Chinese and Japanese Negotiating Styles, 2:147–159.
Choi, Chong Ju, ASEAN'S Role in Japan's Economic Policy in East Asia, 3:229–235.
Contractor, Farok J., Technology Acquisition Choices for Newly Industrializing Countries: The Case of Taiwan, 5:385–412.
Culpan, Refik, & Oya Culpan, American and European Expatriate Managers: An Empirical Investigation, 5:431–444.
Culpan, Oya, *See* Culpan, Refik.

de Leon, Corinna, *See* Selmer, Jan.

The International Executive, Vol. 35(6) 553–555 (November/December 1993)
© 1993 John Wiley & Sons, Inc.
CCC 0020-6652/93/060553-03

Dickson, John P., *See* Robinson, Richard D.
Dunning, John H., Commentary: How Should National Governments Respond to Globalization?, 3:187–198.

Filatochev, Igor, Trevor Buck, & Mike Wright, Soviet All-Union Enterprises as "New Multinationals of the CIS", 6:525–538.

García Sordo, Juan, *See* Pfaff, John F.

Hansen, Terry, *See* Beck, John C.
Hart, Jeffrey A., The Use of R&D Consortia as Market Barriers: Case Studies of Consortia in the United States, Japan, and Western Europe, 1:11–33.
Hazama, Hiroshi, Trends in International Business Thought and Literature: The Recent Literature of "Japanese-Style" Management, 5:461–466.
Helms, Marilyn M., *See* Raiszadeh, Farhad M.E.
Husted, Bryan W., Law and Industrial Buyer-Seller Relationships: The Privatization of a Mexican State-Owned Steel Company, 3:199–209.

Ifland, Peter W., Commentary: Complying with Environmental Regulations in Foreign Markets, 4:273–281.

Johnson, Denise M., & Scott D. Johnson, One Germany... But Is There a Common German Consumer? East-West Differences for Marketers to Consider, 3:211–228.
Johnson, Scott D., *See* Johnson, Denise, M.
Jones, Marc T., Mainstream and Radical Theories of the Multinational Enterprise: Complementary Approaches?, 4:339–356.

Kashlak, Roger J., & Rajan Chandran, International Reciprocal Service Agreements: An Analysis of the International Long Distance Service Industry, 3:237–252.
Knutsen, John A., *See* Robinson, Richard D.

Marcovitch, Jacques, Trends in Business Thought and Literature: International Perspectives on Managers in a Dual Society, 2:173–186.
Maschmeyer, Richard A., & Yang Ji-Liang, Results of the Contract Responsibility System in the People's Republic of China: An Analysis of Two State Enterprises, 3:253–272.
McCarthy, Daniel J., *See* Puffer, Sheila M.

Nasierowski, Wojciech, & Phillip C. Wright, Perceptions of Needs: How Cross-Cultural Differences Can Affect Market Penetration into Central Europe, 6:513–524.

Pfaff, John F., Juan García Sordo, Theodore Schwarz,

Salvador Trevino, César J. Sepúlveda, & Carlos G. Villarreal Domínguez, Technology Transfer in Mexico: Past Patterns and New Problems Related to the North American Free-Trade Agreement, 2:125–146.
Poór, József, *See* Bangert, David C.
Puffer, Sheila M., & Daniel J. McCarthy, Decision-Making Authority of Former Soviet and American Managers: Not So Different After All?, 6:497–512.

Raiszadeh, Farhad M.E., Marilyn M. Helms, & Michael C. Varner, How Can Eastern Europe Help American Manufacturers?, 4:357–365.
Robinson, Richard D., John P. Dickson, & John A. Knutsen, From Multinational to Transnational?, 6:477–496.
Robles, Fernando, International Competition in Latin American Telecommunications Markets, 4:301–319.
Rugman, Alan M., & Alain Verbeke, How to Operationalize Porter's Diamond of International Competitiveness, 4:283–299.

Schmidt, Vivien A., A Profile of the French CEO, 5:413–430.
Schwarz, Theodore, *See* Pfaff, John F.
Selmer, Jan, & Corinna de Leon, Organizational Acculturation in Foreign Subsidiaries, 4:321–338.
Sepúlveda, César J., *See* Pfaff, John F.

Trevino, Salvador, *See* Pfaff, John F.

Varner, Michael C., *See* Raiszadeh, Farhad M.E.
Verbeke, Alain, *See* Rugman, Alan M.
Villarreal Domínguez, Carlos G., *See* Pfaff, John F.

Wee, Chow Hou, Commentary: Application of Military Strategies to Business: Why They Are More Relevant to Japanese than American Companies, 2:95–124.
Welch, Jonathan B., Investing in Eastern Europe: Perspectives of Chief Financial Officers, 1:45–72.
Wells, Louis T., Jr., & Alvin G. Wint, Commentary: Don't Stop with the One-Stop Shop: Foreign Investment in a Liberalizing Third World, 5:367–383.
Wint, Alvin G., *See* Wells, Louis T., Jr.
Wright, Mike, *See* Filatochev, Igor.
Wright, Phillip C., *See* Nasierowski, Wojciech

Yang, Ji-Liang, *See* Maschmeyer, Richard A.

THE INTERNATIONAL EXECUTIVE

Subject Index, Volume 35, 1993

Asia

Beck, John C., & Terry Hansen, Lessons from Japan: American and Japanese Strategies and Goals in the 1990s, 5:445–460.

Chen, Min, Understanding Chinese and Japanese Negotiating Styles, 2:147–159.

Choi, Chong Ju, ASEAN's Role in Japan's Economic Policy in East Asia, 3:229-235.

Contractor, Farok J., Technology Acquisition Choices for Newly Industrializing Countries: The Case of Taiwan, 5:385–412.

Hazama, Hiroshi, Trends in International Business Thought and Literature: The Recent Literature of "Japanese-Style" Management, 5:461–466.

Maschmeyer, Richard A., & Yang Ji-Liang, Results of the Contract Responsibility System in the People's Republic of China: An Analysis of Two State Enterprises, 3:253–272.

Wee, Chow Hou, Commentary: Application of Military Strategies to Business: Why They Are More Relevant to Japanese than American Companies, 2:95–124.

Environment

Ifland, Peter W., Commentary: Complying with Environmental Regulations in Foreign Markets, 4:273–281.

Europe

Autenrieth, Christine, Impact of System Culture on West and East German Managers: A New Topic of Intercultural Management Research, 1:73–88.

Bangert, David C., & József Poór, The Evolution of Multinational Participation in Eastern Europe, 2:161–172.

Bougen, Philip, Trends in Business Thought and Literature: Major Innovations in Financial Reporting in Spain, 1:89–92.

Brunsson, Nils, Commentary: The Necessary Hypocrisy, 1:1–9.

Culpan, Refik, & and Oya Culpan, American and European Expatriate Managers: An Empirical Investigation, 5:431–444.

The International Executive, Vol. 35(6) 559–563 (November/December 1993)
© 1993 John Wiley & Sons, Inc.
CCC 0020-6652/93/060559-05

Filatochev, Igor, Trevor Buck, & Mike Wright, Soviet All-Union Enterprises as "New Multinationals of the CIS", 6:525–538.
Ifland, Peter W., Commentary: Complying with Environmental Regulations in Foreign Markets, 4:273–281.
Johnson, Denise M., & Scott D. Johnson, One Germany... But Is There a Common German Consumer? East-West Differences for Marketers to Consider, 3:211–228.
Nasierowski, Wojciech, & Phillip C. Wright, Perceptions of Needs: How Cross-Cultural Differences Can Affect Market Penetration into Central Europe, 6:513–524.
Puffer, Sheila M., & Daniel J. McCarthy, Decision-Making Authority of Former Soviet and American Managers: Not So Different After All?, 6:497–512.
Raiszadeh, Farhad M.E., Marilyn M. Helms, & Michael C. Varner, How Can Eastern Europe Help American Manufacturers?, 4:357–365.
Schmidt, Vivien A., A Profile of the French CEO, 5:413–430.
Welch, Jonathan B., Investing in Eastern Europe: Perspectives of Chief Financial Officers, 1:45–72.

Foreign Direct Investment

Welch, Jonathan B., Investing in Eastern Europe: Perspectives of Chief Financial Officers, 1:45–72.
Wells, Louis T., Jr., & Alvin G. Wint, Commentary: Don't Stop with the One-Stop Shop: Foreign Investment in a Liberalizing Third World, 5:367–383.

Global Economy

Bangert, David C., & József Poór, The Evolution of Multinational Participation in Eastern Europe, 2:161–172.
Dunning, John H., Commentary: How Should National Governments Respond to Globalization?, 3:187–198.

International Business Education

Brewer, Thomas L., Trends in International Business Thought and Literature: The Past and the Future of Political Analysis for International Business, 6:539–548.
Cavusgil, S. Tamer, Commentary: Internationalization of Business Education: A Challenge Yet to Be Met, 6:469–476.
Marcovitch, Jacques, Trends in Business Thought and Literature: International Perspectives on Managers in a Dual Society, 2:173–186.

International Finance

Bergevin, Peter M., The Free Trade Agreement between Mexico and the United States: Financing and Investing Considerations, 1:35–43.

Bougen, Philip, Trends in Business Thought and Literature: Major Innovations in Financial Reporting in Spain, 1:89–92.

International Legal Issues

Husted, Bryan W., Law and Industrial Buyer-Seller Relationships: The Privatization of a Mexican State-Owned Steel Company, 3:199–209.
Kashlak, Roger J., & Rajan Chandran, International Reciprocal Service Agreements: An Analysis of the International Long Distance Service Industry, 3:237–252.
Maschmeyer, Richard A., & Yang Ji-Liang, Results of the Contract Responsibility System in the People's Republic of China: An Analysis of Two State Enterprises, 3:253–272.

International Management

Autenrieth, Christine, Impact of System Culture on West and East German Managers: A New Topic of Intercultural Management Research, 1:73–88.
Beck, John C. & Terry Hansen, Lessons from Japan: American and Japanese Strategies and Goals in the 1990s 5:445–460.
Culpan, Refik, & Oya Culpan, American and European Expatriate Managers: An Empirical Investigation, 5:431–444.
Hazama, Hiroshi, Trends in International Business Thought and Literature: The Recent Literature of "Japanese-Style" Management, 5:461–466.
Marcovitch, Jacques, Trends in Business Thought and Literature: International Perspectives on Managers in a Dual Society, 2:173–186.
Puffer, Sheila M., & Daniel J. McCarthy, Decision-Making Authority of Former Soviet and American Managers: Not So Different After All?, 6:497–512.
Schmidt, Vivien A., A Profile of the French CEO, 5:413–430.

International Marketing

Hart, Jeffrey A., The Use of R&D Consortia as Market Barriers: Case Studies of Consortia in the United States, Japan, and Western Europe, 1:11–33.
Johnson, Denise M., & Scott D. Johnson, One Germany... But Is There a Common German Consumer? East-West Differences for Marketers to Consider, 3:211–228.
Nasierowski, Wojciech, & Phillip C. Wright, Perceptions of Needs: How Cross-Cultural Differences Can Affect Market Penetration into Central Europe, 6:513–524.

International Political Economy

Choi, Chong Ju, ASEAN'S Role in Japan's Economic Policy in

East Asia, 3:229–235.
Dunning, John H., Commentary: How Should National Governments Respond to Globalization?, 3:187–198.
Robinson, Richard D., John P. Dickson, & John A. Knutsen, From Multinational to Transnational?, 6:477–496.
Robles, Fernando, International Competition in Latin American Telecommunications Markets, 4:301–319.
Rugman, Alan M., & Alain Verbeke, How to Operationalize Porter's Diamond of International Competitiveness, 4:283–299.

Latin America

Husted, Bryan W., Law and Industrial Buyer-Seller Relationships: The Privatization of a Mexican State-Owned Steel Company, 3:199–209.
Robles, Fernando, International Competition in Latin American Telecommunications Markets, 4:301–319.

Multinational Enterprises

Bangert, David C., & József Poór, The Evolution of Multinational Participation in Eastern Europe, 2:161–172.
Brewer, Thomas L., Trends in International Business Thought and Literature: The Past and the Future of Political Analysis for International Business, 6:539–548.
Dunning, John H., Commentary: How Should National Governments Respond to Globalization?, 3:187–198.
Filatochev, Igor, Trevor Buck, & Mike Wright, Soviet All-Union Enterprises as "New Multinationals of the CIS", 6:525–538.
Hart, Jeffrey A., The Use of R&D Consortia as Market Barriers: Case Studies of Consortia in the United States, Japan, and Western Europe, 1:11–33.
Jones, Marc T., Mainstream and Radical Theories of the Multinational Enterprise: Complementary Approaches?, 4:339–356.
Kashlak, Roger J., & Rajan Chandran, International Reciprocal Service Agreements: An Analysis of the International Long Distance Service Industry, 3:237–252.
Raiszadeh, Farhad M.E., Marilyn M. Helms, & Michael C. Varner, How Can Eastern Europe Help American Manufacturers?, 4:357–365.
Robinson, Richard D., John P. Dickson, & John A. Knutsen, From Multinational to Transnational?, 6:477–496.
Robles, Fernando, International Competition in Latin American Telecommunications Markets, 4:301–319.
Rugman, Alan M., & Alain Verbeke, How to Operationalize Porter's Diamond of International Competitiveness, 4:283–299.
Wee, Chow Hou, Commentary: Application of Military Strategies to Business: Why They

Are More Relevant to Japanese than American Companies, 2:95–124.

NAFTA

Bergevin, Peter M., The Free Trade Agreement between Mexico and the United States: Financing and Investing Considerations, 1:35–43.
Pfaff, John F., Juan García Sordo, Theodore Schwarz, Salvador Trevino, César J. Sepúlveda, & Carlos G. Villarreal Domínguez, Technology Transfer in Mexico: Past Patterns and New Problems Related to the North American Free-Trade Agreement, 2:125–146.

Negotiations, Ethics, Cross-Cultural Communications

Autenrieth, Christine, Impact of System Culture on West and East German Managers: A New Topic of Intercultural Management Research, 1:73–88.
Brunsson, Nils, Commentary: The Necessary Hypocrisy, 1:1–9.
Chen, Min, Understanding Chinese and Japanese Negotiating Styles, 2:147–159.
Marcovitch, Jacques, Trends in Business Thought and Literature: International Perspectives on Managers in a Dual Society, 2:173–186.
Nasierowski, Wojciech, & Phillip C. Wright, Perceptions of Needs: How Cross-Cultural Differences Can Affect Market Penetration into Central Europe, 6:513–524.
Selmer, Jan, & Corinna de Leon, Organizational Acculturation in Foreign Subsidiaries, 4:321–338.

Technology Transfer

Contractor, Farok J., Technology Acquisition Choices for Newly Industrializing Countries: The Case of Taiwan, 5:385–412.
Pfaff, John F., Juan García Sordo, Theodore Schwarz, Salvador Trevino, César J. Sepúlveda, & Carlos G. Villarreal Domínguez, Technology Transfer in Mexico: Past Patterns and New Problems Related to the North American Free-Trade Agreement, 2:125–146.

The United States

Culpan, Refik, & Oya Culpan, American and European Expatriate Managers: An Empirical Investigation, 5:431–444.
Wee, Chow Hou, Commentary: Application of Military Strategies to Business: Why They Are More Relevant to Japanese than American Companies, 2:95–124.